

For tips about each of the fields below, hover your mouse over the small red triangles in the top right corner of the cell

SYSTEM PACKAGE STYLES	Good =	Good
	Better =	Better
	Best =	Best

LABOR (CREW) VALUES	Avg Cost Per Hour	50.00
	Profit Margin	40%
	Sales Tax	0.0%

MATERIAL	Profit Margin	40%
	Sales Tax	0.0%

EQUIPMENT	Profit Margin	40%	Good Better Best
		40%	
		40%	
	Sales Tax	0.0%	

'NO INTEREST' BUYDOWN RATE	2.00%
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COMMISSION RATE	Good	8.00%
	Better	8.00%
	Best	8.00%

SYSTEM DISCOUNT PERCENT	Good	5%
	Better	5%
	Best	5%

SYSTEM PROMO DOLLARS	Good	\$250
	Better	\$500
	Best	\$750

PAYMENT DESCRIPTION	Monthly Payment (WAC)
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SYSTEM FINANCE RATE	Months	APR	
	Good	48	12.90%
	Better	60	12.90%
	Best	72	9.90%

MAINTENANCE PROGRAM	MAINTENANCE AGREEMENT	
Features	Planned Maintenance	
Good	1 year	169.00
Better	3 years	507.00
Best	5 years	845.00

EXTENDED WARRANTY	EXTENDED WARRANTY	
Features	Parts & Labor Warranty	
Good	10 years	500.00
Better	10 years	500.00
Best	10 years	500.00

COMPONENT ONLY WARRANTY	10 year Parts & Labor only included in Complete system pricing.
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